Message Text

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ACTION EB-11

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DEPARTMENT PASS COMMERCE AND EXIMBANK

E.O. 11652: N/A TAGS: ETRN, IN

SUBJECT: CIVAIR - AIR INDIA REEQUIPMENT

REF: BOMBAY 1515; BEIRUT 88965(

SUMMARY: AIR-INDIA OFFICALS VISITING BEIRUT INDICATE AIRLINE HAS ORDERED FIFTH 747-237B FOR DELIVERY DECEMBER 1974. END SUMMARY

1. AIR-INDIA IS CURRENTLY HOLDING REGIONAL SALES CONFERENCE FOR ITS MARKING PERSONNEL IN MIDDLE EAST AND GULF AREA HERE IN BEIRUT. KEY RANKING AIR INDIA OFFICIAL PRESENT IS MR. NH. DASTUR, COMMERCIAL DIRECTOR (REPLACED BOBBY KOOKA LAST SUMMER) AND IS ONE OF AIR-INDIA'S TOP FOUR OFFICIALS. IN MEETING WITH RCAA LAST NIGHT, DASTUR STATED THAT AIR-INDIA PLACED FIRM ORDER FRO FIFTH 747-237B LAST MONTH (FOR DEPLOYMENT ON ROUTES BETWEEN BOMBAY-EUROPE-NEW YORK), ALTHOUGH ORDER NOT YET OFFICIALLY ANNOUNCED. DELIVERY DATE IS DECEMBER 1974 AND PRESENT BOEING LIMITED OFFICIAL USE

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TEAM VISIT BOMBAY IS DISCUSSING SPECIFIC CON-

FIQUGATION OF AIRCRAFT, PARTICULARY INCLUSION OF REAR FUSELAGE MAIN-DECK CARGO-DOOR OPTION.

- 2. IN SEPARATE MEETING,I.D. STHI, AIR -INDIA COMMERCIAL MANGER MARKETING & SALES ALSO DEFINITEVELY STATED TO RCAA VERY DEFINITEVELY THAT HIS AIRLINE PLACED AND ORDER FOR FIFTH 747-237B LAST MONT FOR DELIEVERY DECEMBER 1974.
- 3. ALSO DASTUR AND SETHI INDICATED THAT AIR-INDIA'S PRESENT DAILY 747-237B ROUNDTRIP SERVICES BETWEEN BOMBAY AND NEW YORK ARE RUNNING AT VERY HIGH LOAD FACTORS AND ARE DEFININTEVELY, ALTHOUGH LOW FARE YEILD IN COMPOSITION, GENERATING SUBSTANTIAL PROFITS FOR THE INDIAN CARRIER, AND THAT FUTHER, AIR-INDIA NOW DEFINITIVELY OUT OF FISCAL WOODS AND ANTICIPATES SUBSTANTIAL NET PROFIT DURING CURRENT FISCAL YEAR.
- 4. REGARDING FUTURE REEQUIPMENT BEYOND THE 747-237B,
 MR. SETHI INDICATED THAT THE AIRLINE HAS NOT YET DECIDED
 WEHTER ON ROUTES EAST OF BOMBAY THE ALTERNATIVES OF ADDITIONAL
 BOEING 747-237B'S OR OF WIDEBOIDED TRIJETS SUCH AS MCDONNELL
 DOUGLAS DC10-30 OR LOCKHEED L1011-2 TRISTAR WOULD BE ACQUIRED.
 RCAA, ON BASIS PREVIOUS TRIPS TO BOMBAY, EVALUATES AIR-INDAI
 1980 WIDEBOIDED REQUIREMENT AT SEVEN TO NINE AIRCRAFT (VALUED
 AT \$175-\$275 MILLION) IN ADDITION TO FIVE 747-237B'S ALREADY
 IN SERVICE OR ON ORDER.
- 5. ALTHOUGH AIR-INDIA OFFICIALS CONSIDER FIFTH 747-#7B AS ACCOMPLISHED FACT AND PLANNING THEIR 1975 OPERATIONS ACCORDINGLY, FINAL SALES CONTRACT PROBABLY NOT YET SIGNED SINCE SUCH SIGNATURE WOULD BE CONTINGENT ON PRIOR GOL APPROVAL AND FIRM FINANCING.
- 6. ASSUMING FIFTH 747-237B (VALUE \$31 MILLION US) AS UNANNOUNCED SALE, US TRANSPORT AIRCRAFT SALES IN AREA FOR 1973 TO DATE TOTAL 291.8 MILLION US SHARE TOTAL MARKET STILL AT 100 PCT. BUFFUM

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